

EXHIBIT A  
TO REGISTRATION STATEMENT

*Under the Foreign Agents Registration Act of 1938, as amended*

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant DEVELOPMENT COUNSELLORS INTERNATIONAL LTD. 733 Third Avenue New York, NY 10017		2. Registration No.  1421
3. Name of foreign principal Handelsblatt	4. Principal address of foreign principal 220 East 42nd St., NY, NY 10017	

5. Indicate whether your foreign principal is one of the following type:

- ☐ Foreign government
- ☐ Foreign political party
- ☒ Foreign or ☐ domestic organization: If either, check one of the following:
- |   |  |
|---|--|
| <input type="checkbox"/> Partnership            | <input type="checkbox"/> Committee             |
| <input checked="" type="checkbox"/> Corporation | <input type="checkbox"/> Voluntary group       |
| <input type="checkbox"/> Association            | <input type="checkbox"/> Other (specify) _____ |
- ☐ Individual - State his nationality \_\_\_\_\_

6. If the foreign principal is a foreign government, state:

- a) Branch or agency represented by the registrant.
- b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

- a) Principal address
- b) Name and title of official with whom the registrant deals.
- c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

- a) State the nature of the business or activity of this foreign principal

Germany's Business & Financial Daily News

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b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal . . . . Yes ☐ No ☒

Directed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☒

Controlled by a foreign government, foreign political party, or other foreign principal . . Yes ☐ No ☒

Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☒

Subsidized in whole by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☐ No ☒

Subsidized in part by a foreign government, foreign political party, or other foreign principal . . . . . Yes ☐ No ☒

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9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Not applicable

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A	Name and Title	Signature
2/28/84	Emanuel T. Ellenis Exec. Vice-Pres.	<i>Emanuel T. Ellenis</i>

UNITED STATES DEPARTMENT OF JUSTICE  
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT  
Under the Foreign Agents Registration Act  
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DEVELOPMENT COUNSELLORS INTL. LTD.	HANDELABLATT

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

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4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

To develop and compile a list of potential area development advertisers.

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CRIMINAL DIVISION

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INTERNAL SECURITY  
SECTION  
REGISTRATION UNIT

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See Question 4; this was one single assignment.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1/</sup> Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Not applicable

Date of Exhibit B	Name and Title	Signature
2/28/84	Emanuel T. Ellenis Exec. Vice-Pres	<i>Emanuel T. Ellenis</i>

<sup>1/</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

# Handelsblatt

GERMANY'S BUSINESS AND FINANCIAL DAILY NEWSPAPER

Suite 403, 220 East 42nd Street, New York, N.Y. 10017

Telephone: (212) 599-2191, Telex: ITT 420988 HBLNY, Rapifax 212 599 0938

June 13, 1983

Mr. Ted M. Levine  
DEVELOPMENT COUNSELLORS INTERNATIONAL, LTD.  
733 Third Avenue  
New York, NY 10017

Dear Ted:

Please find enclosed the signed copy of your proposal, dated June 10, 1983.

Our office in Duesseldorf decided that we should turn down your additional offer of a one-day consultation with you, but accept your offer to buy your recommended list of between 350 and 400 prime advertising prospects.

I would appreciate if this list could be prepared in such a way that would enable us to give it directly to the printing office which will type our letters. But, of course, it should also include the phone numbers.

As discussed, I expect that your list will be ready by Friday, June 24th.

Thank you for your kind cooperation.

Sincerely,



Dirk Schaeffer  
Advertising Director  
Handelsblatt New York



Development Counsellors International, Ltd.

June 10, 1983

Dirk Schaeffer  
Advertising Director  
HANDELSBLATT NEW YORK  
220 E. 42nd St., Suite 403  
New York, NY 10017

Dear Dirk:

We are pleased to respond to your well-thought-out request for proposal dated June 7, 1983 as follows:

- (1) We believe we could be of enormous practical assistance to you in attracting economic development advertising to your upcoming "Invest in the U.S.A." special supplement.
- (2) We would like to respond favorably to both of your specifications:
  - A) We would develop for you a list of between 350 and 400 prime HANDELSBLATT advertising prospects by top executive and name, title and full address subdivided in these major categories: states, cities, counties, regions, utilities, chamber of commerce, banks, industrial development boards, realtors and allied designations.
  - B) We will also provide you with one day of advice and counsel to utilize this custom compilation most effectively.
- (3) The costs of these services shall be:
  - A) Development and compilation of custom list from diverse DCI sources.....\$1,250
  - ~~B) One day of DCI consulting time..... 600~~

TOTAL: \$1,850
- (4) We believe the direct results of this project will justify this expenditure manyfold.

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- (5) Acceptance of these terms may be signified by your signing and returning one copy of this letter.

We look forward to working with you with optimism based upon experience.

Sincerely,

*Ted M. Levine*

Ted M. Levine  
President

Accepted: \_\_\_\_\_

*Det. Schepke*

Date: \_\_\_\_\_

*June 13, 1983*